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AGRICULTURAL COOPERATION

March 23, 1929

Vol. VII, No. 6.

COOPERATIVE EGG MARKETING GAINING GROUND

Cooperative egg marketing is gaining ground. More cases of eggs were marketed through farmer-owned and -controlled associations in 1928 than ever before, despite the fact that a score of the associations formed several years ago are no longer functioning. Nearly all of the large-scale egg-marketing associations received larger quantities of eggs from their members than in any previous year.

Seventeen of the larger associations for which detailed data are available for the years 1927 and 1928, received 20 per cent more eggs in the latter year than in the former.

Preliminary reports indicate that approximately four million cases of eggs were marketed during the year through cooperative associations. The larger part of this quantity was handled by the associations along the Pacific Coast, the associations in Missouri, and those in Minnesota.

Cooperative egg-marketing enterprises were started during the year in New Jersey, Michigan, West Virginia, Colorado, North Carolina, and Ohio.

LEGAL, ECONOMIC, AND ORGANIZATION INFORMATION
COLLECTED BY THE DIVISION OF COOPERATIVE MARKETING
BUREAU OF AGRICULTURAL ECONOMICS
UNITED STATES DEPARTMENT OF AGRICULTURE
WASHINGTON, D.C.

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POULTRY ASSOCIATION HANDLES MORE BUSINESS

At the close of 12 years of service the Poultry Producers of Central California, San Francisco, reports that it has done a gross business of about \$100,000,000 during that time, has paid its members regularly every week for their eggs and poultry, and has also met every financial obligation promptly and fully. During 1928 the aggregate volume of business was \$18,591,953, the major part of which came from handling eggs.

In 1917, the first year of operation, the association handled 213,532 cases of eggs. Year by year the quantity delivered by members of the association has increased and in 1928 the figure was 1,254,392 cases for the 53 weeks ending January 2, 1929.

In addition to the eggs received from members, the association purchased through the Poultry Producers' Packing and Warehousing Association, a subsidiary organization, 27,187 cases of eggs, making the total number of cases handled in the 53-week year, 1,281,579.

More than 56 per cent of the eggs were included in eastern shipments and the storage pool; more than 30 per cent were sold to retailers in San Francisco and Oakland; about 5 per cent were included in wholesale transactions in the two cities; and more than 8 per cent were required for sales through branch plants and for local shipments in California.

During the last seven years the percentage of eggs sold at retail has increased materially and the percentage sold at wholesale has decreased, as will be noted by the following figures:

Year	San Francisco and Oakland		Local ship- ments and branch sales	Eastern shipments and storage	Total
	Retail (Per cent)	Wholesale (Per cent)			
1922	13.59	20.44	14.75	41.22	100.0
1923	19.37	23.56	3.60	48.67	100.0
1924	24.88	13.03	16.33	45.76	100.0
1925	21.42	15.34	7.62	55.62	100.0
1926	21.67	12.01	9.69	56.63	100.0
1927	28.20	7.68	8.37	55.75	100.0
1928	30.26	4.99	8.62	56.13	100.0

The policy of the management is to increase at all times as much as possible, the "direct sales," i. e., sales to grocers, hotels, restaurants, and manufacturers who use eggs in the making of various food products.

Eggs are received at 33 stations located in the producing areas, and are graded and packed at 11 packing plants. The producing territory is divided into six districts for pooling purposes.

The cost of handling eggs was reduced during 1928, as a result of the larger volume. The total cost was 58.36 cents per case, compared with 61.62 cents in 1927.

A deferred payment amounting to \$663,824, resulting from the 1928 operation of the egg department, is now available for distribution. Of this, \$302,666 came from district and general sales accounts, \$195,218 from the Eastern shipping account, and \$165,940 from the storage account. This payment represents 52.9 cents per case on all eggs handled in 1928, but payments to individual members will vary somewhat according to the district and the time of year in which the eggs were delivered.

The deductions of one cent per dozen for the advance fund totaled \$370,200 for the year. Revolving fund certificates to the amount of \$257,270 were retired at the end of the year, leaving a balance of \$682,116 in the fund. Interest on the advance fund to the amount of \$41,872 was paid at the end of the year.

Sales in the feed department totaled 90,120 tons, with a sales value of \$4,458,055. This was 64.5 per cent more business than in 1927. After paying all expenses and providing for reserves, this department will have approximately \$150,000 available for a patronage dividend which will be paid to patrons in the form of feed-finance-fund certificates, bearing 6 per cent interest.

The feed department was established in July of 1926. It is made to finance itself through the feed-finance-fund certificates which are issued as patronage dividends. Already a half million dollars of capital has been accumulated. During 1928 the feed mills at Petaluma and Stockton were operated on a double-shift basis and some of the time on a three-shift basis.

The poultry department reports 56 per cent more business than in 1927, the quantities handled being 1,542,690 pounds in 1927 and 2,410,429 pounds in 1928. As a result of operations the department has accumulated a fund of \$11,602 which will enable it to make a deferred payment of about one-half cent per pound on all chickens marketed in 1928. Poultry dressing stations have been established, or soon will be established, at six points in the producing area.

From a membership of 1,000 in 1918 the organization has grown to 3,931 at the beginning of 1929. These members own 4,074,000 hens. The 1928 year brought a net gain of 738 members owning 858,655 hens.

PACIFIC EGGS SOLD IN EASTERN MARKETS

For the sixth year in succession the management of the Pacific Egg Producers, Cooperative, New York City, reports an increased volume of business. This producer-owned sales agency, set up by five groups of Pacific Coast poultry producers, opened a branch of its San Francisco office in New York City, April 15, 1922. The following year the association incorporated under the New York State law.

During 1923 the association sold more than 134 million eggs for more than 3 million dollars. The next year sales amounted to more than 5 million dollars; the next, to more than 8 million; the next, more than 11 million; then 14 million; and last year egg sales totaled \$17,676,107.

The quantity of eggs handled yearly has increased from less than 400,000 cases to nearly one and one-half million cases. During the last three years the association has also handled poultry. Detailed figures for six of the years that the organization has been operating are given below:

Year	Egg sales		Poultry sales		Total sales
	Cases	Value	Pounds	Value	
1922	-----	-----	-----	-----	* \$2,007,848
1923	373,743	\$ 3,342,158	-----	-----	# 3,342,158
1924	501,596	5,104,488	-----	-----	# 5,104,488
1925	729,006	8,225,421	-----	-----	# 8,225,421
1926	906,557	11,178,306	123,604	-----	# 11,178,306
1927	1,211,975	14,083,735	850,815	\$256,860	14,340,595
1928	1,440,112	17,676,107	115,654	45,300	17,721,407

* Nine months

Eggs only

During the first years the greater part of the sales were made in New York City, but by 1926 nearly one-fourth of the eggs were sold to customers outside of the metropolitan area, and last year 36 per cent of sales were outside of the big city. About 9 per cent of the eggs received were sold in Chicago. Approximately 10 per cent of all eggs marketed in New York City last year were handled by the Pacific Egg Producers, Cooperative, Inc.

Eggs of the best grade are marketed under the brand name of "Sunrise." Last year eggs under this brand were shipped to 18 foreign countries as well as to Alaska, the Hawaiian Islands, and the Panama Canal Zone.

FEDERATION TO COLLECT EGGS BY TRUCK

A new venture of the Farmers' Federation, Inc., Asheville, N. C., is a truck to collect eggs through its territory. The truck is equipped with a candling outfit and runs on a schedule, stopping at each warehouse twice a week on the special egg days, and paying the highest prices for eggs. The management expects that the farmers will learn to appreciate the value of this service and that they will soon be producing a much larger quantity of eggs.

When the Federation first undertook to market poultry in carlots it was impossible to secure a full car at a time and the extra freight cost so much the Federation lost money for three years, however, persistence won, and poultry has become an important business in western North Carolina. Last season the shipments totaled 67 cars and two men were occupied full time. The management believes the egg business can be built up in a similar manner through a process of education.

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COOPERATIVE EGG MARKETING IN EASTERN CANADA

The Maritime Cooperative Egg and Poultry Exchange, Saint John, New Brunswick, and Halifax, Nova Scotia, served 43 egg circles in New Brunswick, and 41 circles in Nova Scotia, last year. Total marketings by the Exchange amounted to 13,121 cases of eggs of 30 dozen each, and 221,982 pounds of poultry. The eggs came in about equal quantities from the circles of the two provinces. About 70 per cent of the poultry came from New Brunswick. More than 50,000 day-old chicks were shipped from the Exchange hatchery. Gross sales for 1928 were \$212,131.

The growth of the Exchange for the last four years is indicated by the figures given below:

	1925	1926	1927	1928
Number of egg circles	35	63	94	84
Active members	619	1,080	1,800	2,130
Eggs handled, (Dozen)	79,841	205,000	329,726	393,646
Average returns, (Cents)	29.2	30.8	29.4	30.9
Poultry handled, (Pounds)	68,931	82,575	188,719	221,932
Day-old chicks shipped			18,676	51,176
Total business	\$40,000	\$100,000	\$180,000	\$212,131

BETTER MILK FOR CONSUMERS

With an attendance of 200 dairymen representing 11 counties in Illinois and 5 in Missouri, the St. Louis Milk Producers' Cooperative Association, held its annual meeting at East St. Louis, Ill., on February 12, 1929. Among the resolutions presented by the committee and unanimously adopted were the following: (1) to obtain a closer working relation with the distributors of the association's milk; (2) to advertise the product of the association as other products are advertised; (3) to make a greater effort to give the consumer a higher quality of milk; (4) to work out a plan whereby the distributor pays the producer a differential for quality milk.

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TWIN CITY ASSOCIATION ISSUES COMPARATIVE FIGURES

A table comparing its sales in 1927 and in 1928, prepared by the Twin City Milk Producers' Association, St. Paul, Minn., also indicates the percentage of increase or decrease for each item. The figures are given below:

	1927	1928	Increase or decrease (Per cent)
All milk handled (Lbs.)	297,615,345	316,435,797	+ 6.3
Sold as market milk (Lbs.)	152,398,625	156,390,838	+ 2.6
Per cent as market milk	51.2	49.4	- 3.5
Per cent manufactured	48.8	50.6	+ 3.7
Butterfat in sweet cream(Lbs.)	3,557,486	4,229,161	+ 18.8
Butter (Lbs.)	2,923,817	2,305,078	- 21.2
Cheese (Lbs.)	909,702	1,480,199	+ 62.8
Powder (Lbs.)	3,019,220	3,975,668	+ 31.6
Condensed milk (Lbs.)	7,124,827	10,984,514	+ 54.1
Casein (Lbs.)	634,938	359,210	- 43.4
Skim milk (Lbs.)	34,608,602	32,082,207	- 7.3
Ice cream (Gals.)	48,786	46,861	- 4.9
Total sales	\$9,046,677	\$9,854,354	+ 8.9

While the percentage which had to be manufactured was 3.7 more in the latter year, the association shifted from the products which were easily made and brought small returns to other products which required more skill and more equipment but were more remunerative. More cream was sold sweet and less made into butter. More powder and condensed milk were made. With an increase of 6.3 per cent in all milk handled, the total sales for the year increased by 8.9 per cent.

A COOPERATIVE DAIRY-PRODUCTS SALES AGENCY

Although the Challenge Cream and Butter Association, Los Angeles, handled smaller quantities of dairy products in 1928 than in 1927, it made the largest returns in its history to the member units.

The quantities of dairy products handled for the two years were as follows:

	<u>1927</u>	<u>1928</u>
Butter (Pounds)	28,896,214	28,221,620
Cream (Pounds of butterfat)	1,464,529	1,504,254
Condensed skim milk (Gallons)	38,812	59,370
Sweetened condensed skim milk (Pounds)	1,093,475	1,013,135
Dry milk (Pounds)	974,595	674,335
Cheese (Pounds)	813,465	692,192

In addition to handling dairy products the association marketed 2,578,428 dozen eggs in 1928, compared with 2,231,294 dozen in 1927.

Total sales for all products amounted to \$15,955,033 in 1927 and \$15,689,909 in 1928. Gross returns to member-units were \$12,416,974 in 1927 and \$12,729,634 in 1928.

The cost of marketing service furnished by the association was 3.46 per cent of gross sales in 1928.

The association is financed by memberships, certificates of interest, and revolving capital. These three amounted to more than a half million dollars on December 31, 1928. During 1928, \$28,382 was deducted for certificates of indebtedness, and \$104,015 for revolving capital, and the sum of \$71,923 was refunded to the local units because of previous deductions.

This association was first organized in January of 1911 under the name of "Challenge Cream and Butter Company," as a sales agency for two California creameries which had had unpleasant experiences with commission men the previous season. It started in a modest way with \$1,800 capital, four employees, and one-horse a wagon for making deliveries. Growth was slow for some time. One means of introducing "Challenge" butter was to give the retail grocer a pound for his own table. After trying it he might be persuaded to order a few pounds and recommend it.

After five years one of the largest creameries in the country, the Danish Creamery of Fresno, applied for membership in order that its product might be marketed cooperatively. The sales agency was reorganized in 1917 as the Challenge Cream and Butter Association, and the increased volume, with the output of the Danish Creamery, gave it a new impetus. Now the association is serving as sales agent for 16 groups of dairy and poultry producers in California and Idaho. It operates on the Los Angeles and San Francisco markets. Recently it became affiliated with the Land O'Lakes Creameries, Inc., Minneapolis.

SASKATCHEWAN CREAMERIES REDUCING EXPENSES

Operations of the Saskatchewan Cooperative Creameries, Ltd., Regina, resulted in net earnings of \$180,001 for the 1928 year. After paying interest charges and dividends on share capital, \$5,085 was added to surplus.

Reduction of expenses has been a part of the program of the management during the past two years. Operating expenses for 1928 were \$42,923 less than for 1927. Patrons were paid an average of 35.44 cents a pound for butterfat in 1928 compared with an average of 34.15 cents in 1927. Revenue from cold storage activities for 1928 was \$145,104.

The Saskatchewan Cooperative Creameries, Ltd., was created by a special act of the Saskatchewan legislature in March, 1917. About twenty creameries with property valued at \$89,049 were included in the original association. Seven public cold-storage plants were established early in the life of the enterprise, also six ice-cream plants, and facilities for distributing fluid milk. Sales have amounted to about a million and a half dollars a year.

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BIG GAINS FOR IDAHO COOPERATIVE CREAMERY

Continued growth during 1928 is shown by the annual reports of the Dairymen's Cooperative Creamery of Boise Valley, Caldwell, Idaho. Every line of activity shows an increase. The quantity of cream received in 1927 was 4,904,946 pounds, and in 1928, 6,728,863 pounds, an increase of 37.2 per cent; butter manufactured increased from 2,025,928 pounds in 1928, to 2,787,848 pounds in 1928, a gain of 37.6 per cent, while the sales value increased by 41.5 per cent, from \$867,903 in the former year to \$1,227,748 last year. In the ice cream business the increase was from 23,193 gallons in 1927 to 30,516 gallons in 1928, or 31.5 per cent, with an increase of 31.8 per cent in sales. Buttermilk powder showed the largest gain of all the products. A new drier was installed in April and from that time up to November 30 the company made 237,100 pounds of powder and sales amounted to \$15,804, an increase of nearly 300 per cent over the previous year. Cash dividends paid in 1925 amounted to \$6,914; in 1926, \$20,363; in 1927, \$30,770; and in 1928, \$42,296. In addition to the cash dividends the company paid its members \$15,330 in 1927, and \$21,100 in 1928, in the form of stock dividends. Since it began business in May, 1925, the creamery has paid cash dividends to the amount of \$100,346 and stock dividends of \$33,480.

The increase in membership during the year was in proportion to the increases in business, from 1,499 to 1,992, a gain of 32.9 per cent.

The organization now owns land, buildings and equipment with a depreciated value of over \$56,000; it has capital stock outstanding to the amount of \$59,187, reserves of \$46,114, and a net worth of \$105,331.

CHEESE PRODUCERS HOLD FIFTEENTH ANNUAL MEETING

"Another year of development in all parts of the Federation, with new high records set in value of sales and volume of products handled," summarizes the annual report of the sales manager of the National Cheese Producers' Federation, Plymouth, Wis., at the fifteenth annual meeting, held February 13 and 14. Three hundred fifty persons were present when the meeting opened and the number increased to 500 before noon. Every warehouse point was represented and some had as many as 20 delegates, although the weather was severe and the roads were bad.

By action taken at the business session the charter was amended to reduce the number of directors from 20 to 17. The delegates also voted to offer two prizes for the best essays on "Cooperation" by boys and girls in the Federation factories, the prize winners to be announced at the next annual meeting.

Receipts of cheese at 15 assembling points from member factories in Wisconsin, Minnesota and Illinois, totaled 40,402,757 pounds, an increase of 5,245,863 pounds over 1927, or 14.9 per cent. Of the total quantity produced 39,150,369 pounds was American cheese and 1,252,116 pounds was of foreign type.

Sales of cheese brought net returns of \$8,855,561, or \$302,097 more than in 1927. During the months of June, July and August the sales amounted to more than a million dollars per month. The cheese was distributed throughout the country and went to many new customers.

A new line of work was undertaken last year when the Federation opened a creamery at Dodgeville, Wis. In the ten months this creamery made 409,146 pounds of butter. After deducting all expenses of operation and establishing a reserve of \$6,482, there remained a net undivided surplus of \$1,911 available for the patrons of the creamery.

Sales of factory supplies totalled \$176,374. Patrons delivered cream to the extent of 3,225,416 pounds, which brought the Federation a handling commission of \$23,768. On both these lines the Federation will pay patronage dividends as usual. Since the supply department opened it has paid dividends of \$18,279, and the cream department has returned to its patrons dividends amounting to \$56,000.

At the close of the year the land, buildings and equipment were valued at \$87,355, and the Federation had a net worth of \$413,833.

The average prices paid producers per pound sold, for all styles of cheese, after deducting freight, operating and selling expense, for the various years of operation, are as follows:

1914 . . 13.96	1919 . . 30.10	1924 . . 18.36
1915 . . 14.70	1920 . . 25.71	1925 . . 21.63
1916 . . 17.13	1921 . . 18.02	1926 . . 20.25
1917 . . 23.53	1922 . . 19.23	1927 . . 22.93
1918 . . 26.24	1923 . . 22.62	1928 . . 22.02

REPORT FROM OREGON'S FEDERATED CHEESE FACTORIES

The 19 factories affiliated with the Tillamook County Creamery Association, Tillamook, Oreg., received 61,178,726 pounds of milk during 1928, of this, 60,972,327 pounds was manufactured into 6,792,804 pounds of cheese, which sold for \$1,702,414. The remaining 206,399 pounds was separated and the cream made into 156,976 pounds of butter, valued at \$75,579.

Figures showing growth for the last ten years are given below:

Year	Milk received (Pounds)	Cheese manufactured (Pounds)	Sales of cheese
1919	53,522,289	6,091,259	\$2,007,500
1920	56,749,190	6,433,600	1,937,956
1921	59,952,123	6,722,893	1,576,992
1922	59,430,293	6,615,957	1,741,418
1923	63,877,049	7,113,076	1,884,689
1924	66,801,174	7,336,100	1,855,354
1925	61,886,249	6,782,026	1,716,207
1926	67,027,795	7,477,579	1,835,733
1927	65,901,395	7,285,141	1,755,557
1928	61,178,726	6,792,804	1,702,414

Figures showing average prices received for cheese, cost of making, and prices paid for milk, are as follows:

Year	Average price received (Cents per lb.)	Average cost of making (Cents per lb.)	Average price paid for milk (Cents per lb.)
1919	32.40	3.437	3.310
1920	29.63	4.137	2.935
1921	23.06	-----	-----
1922	25.79	4.002	2.484
1923	26.50	-----	2.560
1924	24.46	-----	2.310
1925	24.43	4.150	2.300
1926	24.54	4.080	2.340
1927	24.27	4.129	-----
1928	25.06	4.190	-----

Hay and feed to the value of \$275,254 were sold to patrons in 1928.

Although the Tillamook County Creamery association dates back only to 1909, the Tillamook Creamery, one of the member units, has been operating since 1895.

CALIFORNIA BERRIES SHIPPED EASTWARD

When the Central California Berry Growers' Association, Inc., San Francisco, was organized in 1917 the membership accepted a one-year marketing contract. At the beginning of the second year a three-year contract was accepted, this was renewed and then replaced by a five-year contract which has been re-signed for a second five-year period.

This association markets strawberries and raspberries for its members. These are sold locally, also to dealers in Pacific Coast markets, to canning factories, and shipped to eastern cities. In the case of the 1928 raspberry crop, shipments were made to St. Louis, Minneapolis, St. Paul, Milwaukee, Chicago, Detroit, Cleveland, Cincinnati, Pittsburgh, Buffalo, and other cities. Sales outside of California amounted to \$265,000 in 1928.

The association was operated during 1928 at an expense of \$20,401.

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COOPERATIVE MARKETING OF IDAHO BEANS

Handling beans is the principal activity of the Southern Idaho Bean Growers' Association, Twin Falls, Idaho. Organized in 1921, the association was incorporated March 16, 1923, at which time it had 230 members. Early in 1927 the number had grown to 437 and January 1, 1928, it was 560. It is a nonprofit cooperative association organized to encourage and promote the bean industry, to eliminate speculation, and to aid in stabilizing the market.

A wholesale company, which serves as selling agent, agreed in 1927 to establish receiving plants at points where 800 acres of beans were guaranteed.

The following figures assembled from reports to the Division of Cooperative Marketing, indicate the development of the bean growers' association:

Season	Beans handled (Pounds)	Value
1921-22	1,252,644	\$54,069
1922-23	3,456,560	179,871
1923-24	7,111,781	398,744
1924-25	12,480,300	730,887
1925-26	14,670,000	670,167
1926-27	12,330,000	- - - -
1927-28	18,000,000	1,033,863

EASTERN SHORE EXCHANGE OPERATED AT A LOSS

Measured in terms of packages shipped, the 1928 business of the Eastern Shore of Virginia Produce Exchange, Onley, Va., was the largest in its history. White potatoes, sweet potatoes, strawberries, cabbage, and onions, are the chief products handled, and the 1928 shipments totaled 3,575,409 packages, compared with 3,009,175 in 1927. In terms of dollars received the record has been exceeded a number of times. Sales of produce amounted to \$6,041,056, and sales of seed, hampers and covers to members amounted to \$201,753, making a total business of \$6,242,810. Revenue from all sources was \$554,476, which was \$19,394 less than expenses, including all allowances, losses, dividends, taxes and depreciation.

The Eastern Shore of Virginia Produce Exchange has been serving the truck farmers in its territory ever since January, 1900, and this is not the first season in which the expenses have been in excess of the revenues. As it is well financed there is no question as to its continuing to operate. Its fixed assets include real estate at five points, a packing house, two storage houses, office building, tenant house, auction blocks, autos and trucks, furniture and equipment, valued at \$76,603. Capital stock outstanding amounts to \$25,505; surplus, \$244,436, and reserve for patronage dividends, \$276.

The quantities of produce shipped each year since 1913, are indicated in the following table:

Year	White potatoes (Barrels)	Sweet potatoes (Barrels)	Straw- berries (Packages)	Cabbage (Packages)	Onions (Packages)	Miscel- laneous (Packages)	Total (Packages)
1914	1,674,321	622,261	-----	-----	-----	193,373	2,489,955
1915	2,020,962	671,379	48,373	72,706	165,220	16,511	2,995,151
1916	1,929,812	996,529	58,783	76,633	41,319	19,894	3,122,970
1917	1,905,666	722,701	60,706	63,733	67,796	31,548	2,852,150
1918	1,098,357	645,523	39,406	48,211	35,994	17,304	1,884,795
1919	1,632,958	1,070,143	48,733	65,757	88,545	26,188	2,932,327
1920	1,929,220	828,920	51,880	33,207	76,781	17,776	2,937,784
1921	1,774,214	709,988	157,677	131,311	47,312	32,640	2,853,142
1922	2,022,457	816,593	135,910	106,400	113,693	17,097	3,212,150
1923	1,731,660	705,620	105,325	122,557	95,873	47,221	2,808,256
1924	2,339,397	645,072	214,753	79,686	120,615	47,997	3,477,520
1925	1,708,822	616,972	119,355	79,958	40,273	82,571	2,647,961
1926	1,600,049	674,276	145,523	72,226	37,105	72,971	2,602,150
1927	1,985,199	711,914	164,680	59,473	44,925	42,985	3,009,176
1928	2,641,081	622,457	148,391	81,435	53,420	28,625	3,575,409

PENNSYLVANIA FARMERS GRIND GRAIN

Sales exceeding a million dollars for the past six years are reported by the Mifflinburg Farmers' Exchange, Mifflinburg, Pa.

This association was organized in 1918 by a group of farmers in Union County, Pa., for the purpose of buying collectively farm supplies such as feeds, fertilizer, lime, and coal. It began business with paid-in capital stock of \$9,000 in shares of \$50.

After operating several years as a purchasing organization, the members decided to market grain and a feed mill for grinding and mixing grain and a warehouse were erected. In 1923, the first year of combined marketing and purchasing business, total sales amounted to \$149,535; in 1924, \$161,889; 1925, \$180,704; 1926, \$197,939; 1927, \$188,806; 1928, \$171,535. Volume of wheat marketed for these years is as follows: 1923, 41,327 bushels; 1924, 60,070 bushels; 1925, 52,866 bushels; 1926, 67,373 bushels; 1927, 62,459 bushels; 1928, 33,251 bushels. The decrease in grain activity for 1928 was caused by the demand for seed wheat which enabled farmers to sell their wheat at prices above those paid for milling wheat.

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REPORT OF OHIO EQUITY EXCHANGE COMPANY

The Ohio Equity Exchange Company, Lima, Ohio, is a selling and purchasing agency for country grain elevators and similar organizations. At present it is serving 37 of these organizations. Sales during 1928 totaled \$847,760, which was about \$75,000 less than the figure for the previous year, due largely to the short wheat crop and the value of the commodities handled. Comparative figures for volume of grain handled in the two years are as follows:

	<u>1927</u>	<u>1928</u>
Oats (Bushels)	468,397	492,922
Wheat "	311,580	115,258
Corn "	229,750	203,604
Barley "	<u>13,450</u>	<u>25,250</u>
Total	1,024,177	839,034

Brokerages and commissions earned amounted to \$12,390 the past year, compared with \$10,045 the previous year; operating expenses were \$10,432 in 1928; the sum of \$1,566 was prorated to patrons; and \$391 was carried to surplus. In 1927 the operating expenses were only \$6,760, leaving \$2,627 for patronage dividends and \$656 for surplus.

In addition to handling grain the Exchange purchases fertilizer, fencing, feeds, salt and other commodities for the local exchanges.

IDAHO FARMERS POOL LAMBS FOR MARKET

Pooling lambs for market is becoming a more common practice among Idaho owners of farm flocks. Many of the organizations that ship lambs are local committees of the Idaho Wool Growers' Association, Twin Falls. County agents and field specialists of the extension service help sort the lambs and help in loading and shipping. In two counties where there are no agents, local men take charge of the work. From nine counties pooled lambs were shipped all summer.

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PRACTICAL INSTRUCTION IN LIVESTOCK MARKETING

Teachers of vocational agriculture in Darke and Logan Counties, Ohio, are planning to instruct their classes in cooperative marketing of livestock and conduct class projects in the subject, in cooperation with the managers of local shipping associations. The students will do all the work of ordering the cars, receiving the stock, listing, weighing, loading, billing, and at least one of the boys will follow the shipments through the terminal market. After the stock is sold the boys will prorate the returns to producers. The plan will be tested in these two counties before it is undertaken in other localities.

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TWENTY-FIVE PER CENT OF COMMISSIONS RETURNED

One-fourth of the commissions paid in 1928 by the patrons of the Producers Cooperative Commission Association, Cincinnati, were refunded at the close of the year. Net earnings were \$55,962 for 1928. Of this amount \$23,526 was added to operating reserve and \$32,436 was returned to patrons. Refunds for 1925, 1926 and 1927 were 18 per cent of commissions. Since the sales agency began business in February of 1925 patrons have received refunds to the amount of \$74,867.

Increases in volume of business during the years are shown below:

Year	Animals sold	Value of animals	Refunds to patrons	Added to reserve
1925	165,671	\$4,155,018	\$10,182	\$ 9,816
1926	217,985	6,099,901	14,744	14,597
1927	266,398	6,162,557	17,505	19,084
1928	352,094	7,847,610	32,436	23,526

* Does not include animals purchased as stockers and feeders.

LOCAL LIVESTOCK SHIPPING IN OHIO

Livestock with a sales value of nearly \$14,000,000 was marketed during 1928 by the county units of the Ohio Live Stock Cooperative Association, Columbus.

More than 88,800 individual consignments from 40 counties were handled through the local shipping associations. It is estimated that 50,000 producers were furnished marketing service. In addition to the livestock shipped to terminal markets about 40,000 animals were forwarded direct by local shipping associations to packers and killers.

The figures given below, which record the activities of the county units during the past eight years have been compiled from the reports of the state association:

Year	Counties participating (Number)	Con- signments (Number)	Animals marketed (Number)	Weight of livestock (Pounds)	Value
1921*	41	32,141	417,284	82,235,170	\$ 5,980,070
1922	50	83,599	776,987	151,645,412	13,583,497
1923	60	84,433	834,489	163,550,523	12,423,236
1924	55	78,499	793,512	152,911,123	12,164,321
1925	47	75,424	655,873	128,751,284	13,961,437
1926	34	79,696	674,284	126,904,929	15,682,161
1927	42	72,474	604,764	117,727,410	11,767,236
1928	40	89,178	622,358	144,006,996	13,951,840

*Ten months, March to December.

The number of animals of each kind handled for the various years since 1921 as given in the year books of the association are as follows:

Year	Livestock shipped				
	Cattle	Calves	Hogs	Sheep	Total
1921*	14,980	15,191	305,070	82,043	417,284
1922	24,478	46,492	570,037	135,980	776,987
1923	25,751	49,536	634,070	125,132	834,489
1924	23,199	49,852	588,561	131,900	793,512
1925	17,462	50,664	462,411	125,336	655,873
1926	15,751	45,748	471,936	140,849	674,284
1927	15,012	38,993	409,363	141,396	604,764
1928	19,291	51,485	537,771	133,013	746,530

* Ten months, March to December.

A LIVESTOCK ORDER-BUYING ASSOCIATION

The Eastern States Company, Columbus, Ohio, was established early in 1924 for the purpose of supplementing local and terminal cooperative livestock marketing with cooperative order buying. By eliminating unnecessary speculation and reducing expenses in marketing it is proposed to obtain higher returns for the producers.

The first year of operation, livestock was bought for 32 packers or killers and the last year for 119. The first year less than 35,000 animals were purchased; in 1928 more than 450,000 head were handled by the association. The value of these animals was \$7,636,974.

The activity of the organization for the five years that it has been functioning is largely pictured by the following figures taken from the annual reports made to Ohio stockmen:

Year	Cattle	Calves	Hogs	Sheep	Total	Value
1924	---	-----	36,272	-----	36,272	\$ 684,934
1925	103	19,769	78,461	34,186	132,519	2,862,608
1926	140	15,642	139,443	79,159	234,384	5,040,471
1927	284	13,033	262,670	84,080	360,067	6,955,292
1928	765	32,460	254,528	163,408	451,161	7,636,974
Total	1,292	80,904	771,374	360,833	1,214,403	\$23,180,279

In addition to buying livestock for packers and directing livestock from shipping points direct to slaughterers the Eastern States Company has assisted Ohio livestock producers in purchasing stockers and feeders on the western range. The stocker and feeder purchases for 1927 amounted to \$645,337. In 1928, 10,595 cattle, 11,153 sheep and 422 pigs were purchased for Ohio stockmen. The 22,170 animals were valued at \$765,885.

The company loaned stockmen \$207,000 at 6 per cent interest in 1928 to assist them in their feeding operations.

This company is affiliated with the National Live Stock Producers' Association, a federation of large-scale associations selling on the more important terminal livestock markets.

BIG SALES WITH SMALL CAPITAL

A number of farmers and wage earners in the vicinity of Ely, Minn., organized a buying club in 1923, through which they bought and distributed several thousand dollars worth of supplies each year. In May, 1926 the club was incorporated and soon opened a store. A cooperative store had been started in the mining town of Ely before and had failed. This had discouraged some people and the store started with only 42 members and \$600 cash capital. Sales for the first year amounted to \$32,217, and net earnings were 1,831; for the second year, ending in 1928, sales reached \$54,828, and net earnings were \$2,075. The membership has grown to 81 and the share capital to \$1,250.

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ILLINOIS EQUITY BUYS SUPPLIES FOR MEMBERS

The Sigel Equity Union Exchange, Sigel, Ill., is largely a consumers' cooperative, handling flour, feed of all kinds, salt, coal, groceries, and merchandise. In addition it sells poultry and eggs for its members through the Illinois Cooperative Equity Exchange Company, Effingham.

Sales for the past year totaled \$48,404, with net earnings of \$1,820, 3.76 per cent of sales. The egg and poultry business amounted to \$4,283, nearly twice as much as in the previous year. Net worth at the close of the year was \$9,134.

Available figures for former years show sales of \$20,800 in 1924, and \$36,315 in 1925, with net worth of \$7,014 and \$9,364 respectively at the close of the two years. Fifty-four members were listed in 1925.

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CONSUMERS' COOPERATIVE IN BIG BUSINESS CLASS

Business transacted by the Cooperative Central Exchange, Superior, Wis., in 1928, totaled \$1,517,813, of which \$1,421,790 was done by the wholesale department, \$85,732 by the bakery, and \$10,291 by the auditing department. Net earnings for the wholesale department were \$24,826, and for the bakery, \$5,699. The auditing department operated at a loss of \$1,429, and the education department had expenses of \$5,201 with no income. This left the total net earnings for the year, \$23,894.

The organization has share capital outstanding to the amount of \$65,733, and reserves of \$12,565.

Sales of the Exchange for the month of January, 1929, amounted to \$135,800, or 25.5 per cent more than in January, 1927.

EXCEPTION IN OKLAHOMA COTTON GINNING ACT VOID

On February 18, 1929, the Supreme Court of the United States decided the case of Frost v. Corporation Commission of Oklahoma, et al., 279 U. S. , and reversed the decision of the trial court given in 26 F. (2d) 508. Under the law of Oklahoma, cotton gins are declared to be public utilities and may only be established if the Corporation Commission of the State finds that public necessity therefor exists. This statute contains an exception which provides that if 100 citizens and taxpayers in a community where it is proposed to establish a cotton gin present a petition showing that the gin is to be run cooperatively, the Corporation Commission "shall issue a license for said gin" without any further showing. The validity of this exception was the only question involved in the litigation. The Corporation Commission of the State proposed to issue a license to the Durant Cooperative Gin Company, following the submission of a petition of taxpayers showing that the gin was to be run cooperatively. Frost, who was engaged in operating a cotton gin at Durant, Oklahoma, the town in which the new gin was to operate, brought suit against the Corporation Commission and the Durant Cooperative Gin Company to prevent the Commission from issuing a license to the Durant Company and to enjoin the Durant Company from the establishment of a cotton gin at Durant, Oklahoma, on the ground that to do so would deny him (Frost) the protection of the equal-protection clause of the Federal Constitution and would operate to deprive him of property without due process of law.

The lower court held against Frost and he appealed to the Supreme Court of the United States, which court held that the exception to the statute of Oklahoma making it mandatory on the Corporation Commission to issue a license on the making of a showing that a gin was to be run cooperatively, was void.

The reasoning by which the Court reached this conclusion should be of interest. The Durant Cooperative Gin Company was organized under a cooperative act of Oklahoma passed in 1919. Under this act the company was formed with capital stock which, up to a certain amount, could be subscribed for by any person. The corporation, under the statute under which it was formed, was allowed to do business for others and to make profits and declare dividends of not to exceed eight per cent per annum. It was further authorized to apportion the remainder of its earnings among its members ratably upon the amount of products sold by them to the corporation. The Supreme Court said:

Such a corporation is in no sense a mutual association. Like its individual competitor, it does business with the general public for the sole purpose of making money. Its members need not even be cotton growers. They may be -- all or any of them -- bankers or merchants or capitalists having

no interest in the business differing in any respect from that of an ordinary corporation. The differences relied upon to justify the classification are, for that purpose, without substance. The provision for paying a portion of the profits to members or, if so determined, to nonmembers, based upon the amounts of their sales to or purchases from the corporation, is a device which, without special statutory authority, may be and often is resorted to by ordinary corporations for the purpose of securing business. As a basis for the classification attempted, it lacks both relevancy and substance.

From the foregoing it is apparent that the Court laid emphasis upon the fact that the cooperative corporation in question was allowed to do business with members and nonmembers alike and that its stock, all of which appears to have been voting stock, could be held by producers and nonproducers. Apparently the Court was affected by the fact that profits made on the business of nonmembers could be distributed among the members. In other words, the Court was of the opinion that the character of the Durant Cooperative Gin Company, as determined by its powers, the statute under which it was formed, and its plan of operation, was not such as to entitle it to a separate classification apart and distinct from a commercial gin.

On the other hand the cooperative act of Oklahoma passed in 1917, which authorizes "the formation of an association for mutual help without capital stock, not conducted for profit, and restricted to the business of its own members, except that it may act as agent to sell farm products and buy farm supplies for a nonmember, but as a condition may impose upon him a liability not exceeding that of a member for the contracts, debts and engagements of the association, such services to be performed at the actual cost thereof, including a pro rata part of the overhead expenses," disclosed a plan of cooperation which caused the Court to say: "As applied to corporations organized under the 1917 act, we have no reason to doubt that the classification created in the proviso might properly be upheld."

The language just quoted shows that the Court is of the opinion that if an association is "sufficiently cooperative" it is entitled to a classification distinct from that accorded commercial concerns. Three of the justices dissented. (See issue of Agricultural Cooperation for December 8, 1928.)

L. S. Hulbert.

TEXAS COTTON ASSOCIATION DESCRIBED

"The Cooperative Pattern in Cotton," by Robert H. Montgomery, describes the events and problems leading to and surrounding the co-operative marketing of cotton. Although data used were compiled chiefly from intimate contact and association with the Texas Farm Bureau Cotton Association, the book treats important phases of the entire movement.

The case against the traditional system is developed upon facts resulting from ten years' study by the United States Department of Agriculture and two years' study by the Federal Trade Commission, which studies assured that there was no restriction of competition in the primary markets, but that the economic results to be expected from free competition are not apparent.

"For convenience the more significant of the conditions disclosed by these investigations may be grouped under six heads: (1) wide variations in price paid for middling cotton in the same market on the same date; (2) undue penalizing of the lower grades; (3) insufficient premiums for better grades, staples, and qualities; (4) unfair differentials in price between the eastern and western sections of the belt; (5) advantages gained through the farmer knowing the exact grade, staple, and quality of his cotton; and (6) continuous and complete failure of competition in securing a fair price to the farmers for his cotton."

The case for cooperation reiterates the case against the traditional system "We may begin with the assumption that under the traditional system cotton farming is the most poorly organized industry of its magnitude in America. This merely means that it fails to serve the ends of life which we would have served." What is expected of the cooperative is expressed in two statements: "(1) an acceptable standard of living for people engaged in the industry; and (2) regular and adequate supply of cheap cotton."

"So many proposals and panaceas have been suggested and actually tried during the past half century that it seems quite strange we have not hit upon the correct solution. The real explanation lies in the fact that we have always treated the symptoms and never the disease."

It is pointed out that the federal credit facilities do not strike at the root of the problem; diversification is valuable, but some form of organization giving industrial control is more important; more cotton on fewer acres in laudable work, but we have never faced the problem of selling a twenty-five or even a twenty million bale crop; uniform-type cotton communities have shown certain major trends, but

local buyers have made no distinction where cotton flowed in from adjacent communities, and the farmers who had refused to adopt the improved variety got all the advantages of the improved market, while some who promoted the movement began to plant "half-and-half" in alternate rows to get heavier production.

"The only thing he (the farmer) can do is to assume the responsibility of consciously organizing his industry with the purpose of regulating production and price....The one agency in existence to-day which can handle this problem is the large-scale cooperative. But it is not the work of twelve independent, autonomous associations working at cross purposes. They must be federated or consolidated into one strong central agency."

"The advantages would be: (1) substitution of a purposeful, responsible, intelligent control for the present haphazard, irresponsible, and notoriously unintelligent one; (2) a regular flow of cotton into the trade at a relatively stable price level; (3) stabilization of returns to the cotton farmer; (4) the economies of large-scale handling of such problems as ginning, warehousing, insuring, grading, transporting, financing, selling, and developing of techniques and types of products; and buying of fertilizers, poisons, improved seeds, and machinery; (5) an improved method of educating the farmer and of getting to him all available information relative to the industry.

"The first three fall within the province of the central agency. They can not possibly be secured by autonomous state or original associations. The last two offer legitimate functions for the present state organizations. One of the most harassing problems of the immediate future is properly to delimit the fields of action for these two agencies.

"The Texas association has proved the case for a cooperative solution of most of the problems listed in Number 4. True, it has made some mistakes -- has even blundered occasionally. But it is going forward steadily, improving its technique, and laying the foundations for a new economic order.

"But the main task remains. If cotton growing is to be brought into line with the modern industrial world, it must be organized on industrial lines. The old devices will not serve. Neither will the independent state associations. A new scheme of arrangements must be developed. This is the task for a centralized cooperative."

James E. Wells, Jr.

ORLEANS CREAMERY ISSUES FIFTH YEARBOOK

"The Pioneer's Sweetheart" is the title of the fifth yearbook of the Farmers' Equity Union Cooperative Creamery Association, Orleans, Nebr., covering the business of the year 1928. This is the fifth in a series of yearbooks. The first, telling of the work of 1924, was called "The Wonderful Dream that Came True"; the second, for 1925, bore the title "The Milky Way"; the third, 1926, "The Golden Stream"; and the fourth, 1927, "The Lucky Horseshoe." All are profusely illustrated and tell of the progress of the association.

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NEW FRENCH BOOK ON COOPERATION

"Code de la Coopération: Étude sur le Régime Légal at Règlementaire de la Coopération en France," is a new book by Alfred Nast, published in Paris. The volume is a collection of laws, decrees, orders, etc., dealing with cooperation in France in all its forms, including mutual credit. It contains an account of the constitution and functioning of the various organizations, their fiscal regulations, subventions and government loans, competition between communities, savings banks, insurance organizations, etc.

Each section is annotated and there are various appendices dealing with pertinent topics, such as warrants, rural electrification, etc. The book is indexed in detail.

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MARKETING LIVESTOCK IN NORTH DAKOTA

"Cooperative Marketing of Livestock in North Dakota" is fully described and discussed in Bulletin 223 of the Agricultural Experiment Station of the North Dakota Agricultural College. Alva H. Benton and Harold F. Seielstad are the authors.

Information was collected for 1926 and 1927. In the latter year North Dakota had 127 cooperative livestock shipping associations which handled an average of 24.1 cars of stock during the year. A map shows the location of the associations and a chart indicates the different channels through which this livestock passes from the producer to the consumer.

Following a description of the methods employed in organizing and operating shipping associations, the various factors of cost are analyzed in detail with many illustrative tables. A number of pages are given to discussion of the benefits and problems of cooperative shipping associations. Numerous illustrations and suggestions aid in making the bulletin of practical value to all livestock shippers.

HISTORICAL SKETCHES, No. 4. THE FIRST FRUIT ASSOCIATION

The earliest association of fruit growers of which definite records have been found is the Fruit Growers' Union of Hammonton, N. J., formed in 1867 and continuing its work more than 30 years. It handled strawberries, red and black raspberries, pears, apples, cranberries, sweet potatoes, and other products. Shipments in 1879 included 745,404 quarts of berries, 1,600 bushels of pears, 1,000 barrels of sweet potatoes, and many cranberries. Blackberries were the best paying crop. At that time there were 150 members. In 1882 the Union shipped nearly 90 car loads of berries, and reported a successful year.

Two years later the fruit growers decided to open a store through which they could save money on supplies, and could carry on a year-round business. They reorganized and incorporated as the Fruit Growers' Union and Cooperative Society, with an authorized capital of \$50,000. The society began handling agricultural implements, fertilizers, coal, and hay, and soon was selling all kinds of merchandise. Selling fruit was still the most important business and only fruit growers could be members of the society, but other persons might trade at the store. The society charged a commission of 2 per cent of gross sales for selling fruit, and the railroad "in consideration of services rendered" paid a commission on fruit shipped to the eastern markets. The shipping department owned the plant and charged the store rent, in order to keep the accounts separate. Trade in 1886 amounted to \$45,940, on which the society paid a patronage dividend of 5 per cent to members and 2½ per cent to non-members. Six per cent interest was paid on capital stock and 5 per cent of net earnings was set aside for a contingent fund.

The Hammonton Fruit Growers' Union and Cooperative Society grew and prospered. In 1890 it was shipping from 1 to 15 car loads daily and was issuing a "Daily Bulletin" of market information, which was rushed to all members as soon as printed, by boys on bicycles or on horseback. By dinner time every member knew the state of the markets in the different cities and could decide where to ship. Sales that year included "millions of quarts of berries, tons of grapes, and many bushels of pears, besides other produce in smaller quantities."

"Mismanagement and too much credit" brought the downfall of the society in the last years of the century, according to a letter from a resident of Hammonton, a son of one of the directors. He states that business aggregating \$250,000 a year was built up and as many as ten or twelve clerks were kept busy with the store and fruit shipping. "The hard times of '97 put a crimp on things" and a verdict of \$20,000 damages in a suit brought against the association by an injured employee proved to be the last straw as it threw the business into the hands of a receiver. "The store was sold out at receiver's sale and goods of value were sacrificed." The stockholders lost their entire investment.

REPORTED BY THE ASSOCIATIONS

A prize has been awarded to the Monticello Farmers' Cooperative Creamery, Monticello, Minn., in a contest on the beautification of the grounds about creameries. The board of directors of this association appropriates \$50 a year that the creamery building may have an attractive setting.

Four representatives of the U. S. Department of Agriculture took part in the program of the Cooperative Marketing School held at the Texas Agricultural and Mechanical College, College Station, March 5-7. Three of these men represented the Division of Cooperative Marketing and one the Fruit and Vegetables Division.

Lemons are graded and packed to an accompaniment of radio music in the packing room of the San Fernando Heights Lemon Association, one of the units of the California Fruit Growers' Exchange. With the aid of amplifiers all the workers are able to hear the music instead of the clicking of machinery. The music is not kept going continuously.

According to a recent announcement by the management, the Mountain States Beet Growers' Marketing Association, Sterling, Colo., has reached an agreement with the Great Western Sugar Company on a minimum price of \$7 per ton for the 1929 crop. Unfavorable conditions and low prices now confronting the sugar industry, induced the growers' association to accept this price.

During the past year the Indiana Wool Growers' Association, Indianapolis, handled approximately 174,000 pounds of wool for its 596 members. This association is the oldest of the cooperative marketing associations affiliated with the Indiana Farm Bureau Federation. Through it the growers with one fleece or with a thousand fleeces may join with others in the direct marketing of their wool by grade.

An advance payment of \$2 per bundle on 1928 stemming tobacco in members' sheds, was authorized by the directors of the Northern Wisconsin Tobacco Pool, Madison, on February 20. This action was taken to help members meet their taxes and other obligations coming due about March 1. Numerous checks for this payment have been written for more than a thousand dollars and many have been for several hundred dollars each.

Eggs and poultry to the value of \$78,000 were handled by the Baldwin County Poultry Association, Summerdale, Ala., during the past year. This association was organized in 1926. Eggs are assembled three times a week at different points, and members are paid cash on delivery. It is reported that the association is now handling 15 to 20 per cent of the eggs and 65 to 70 per cent of live poultry marketed in the county.

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- Walworth, George. Trade Rings Round the Farmer: Cooperative Agricultural Policy in Relation to Competitive Combines. Manchester, England, The Cooperative Union, Ltd., 1928. 15 p.